



CANNON BUILDING  
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STATE OF DELAWARE  
**DEPARTMENT OF STATE**

DIVISION OF PROFESSIONAL REGULATION

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<b>PUBLIC MEETING MINUTES:</b>	<b>REAL ESTATE EDUCATION COMMITTEE</b>
<b>MEETING DATE AND TIME:</b>	<b>Thursday, August 5, 2010 at 9:30 a.m.</b>
<b>PLACE:</b>	861 Silver Lake Boulevard, Dover, Delaware <b>Conference Room A</b>
<b>MINUTES APPROVED</b>	September 2, 2010

**MEMBERS PRESENT**

Larry Tims, New Castle County, Professional Member, Chairperson, Presiding  
Elaine Woerner, New Castle County, Professional Member  
Tim Riale, Sussex County, Professional Member- 9:40  
Dee Hake DeMolen, Kent County, Professional Member  
John Tarburton, Sussex County, Public Member  
Geri Parisi, New Castle County, Professional Member- 9:40  
Karen Hamilton, Sussex County, Professional Member  
Doug Doyle, Kent County, Professional Member

**MEMBERS ABSENT**

Tammy Reagan, Sussex County, Professional Member  
Frani Melda, Kent County, Professional Member  
Roger Truemper, Esquire, New Castle County, Public Member, Vice Chairperson

**DIVISION STAFF**

Shauna Slaughter, Administrative Specialist II  
Jessica Williams, Administrative Specialist II

**ALSO PRESENT**

Karen Alleva, NCCBOR  
Dick Brogan, DREC

**CALL TO ORDER**

Mr. Tims called the meeting to order at 9:34 a.m.

Mr. Tims introduced Mr. Doyle, Mr. Tarburton and Ms. Williams to the Committee.

**REVIEW OF MINUTES**

A motion was made by Ms. DeMolen, seconded by Mr. Riale, to approve the July 1, 2010 minutes as presented. Motion carried with Mr. Tarburton, Mr. Doyle, Ms. Parisi and Ms. Hamilton abstaining.

## **UNFINISHED BUSINESS**

### **Discussion Regarding Proposed Changes to CE Requirements**

Mr. Tims recommended to the Committee that proposals be submitted to the Commission for the changes to the CE requirements. Ms. DeMolen advised that she spoke to KCAR for input on changing the CE requirements. Ms. Hamilton advised she intends to address the issue with the Grievance Committee at SCAOR. They will bring back suggested changes for discussion next month. The Committee discussed possibly increasing the amount of CE requirements for new licensees and licensees with less than five years experience. The Committee will also need to set up a new group to discuss revamping the Broker Core Course. Mr. Brogan and Mr. Tarburton volunteered to work with that group. Mr. Tims will contact Shirley Kalvinsky and Tom Burns to seek their input on changes to the Broker course.

### **Discussion Regarding Annual Seminar**

Ms. Slaughter advised the Committee that the Annual Seminar is scheduled for September 9, 2010 at Polytech Adult Education Center. She asked if anyone would be interested in attending and assisting with registration and handing out certificates at the end. Ms. DeMolen, Ms. Woerner, Mr. Riale and Mr. Doyle confirmed that they will be attending the Annual Seminar. The other committee members will contact Ms. Slaughter to if they will be able to attend.

## **NEW BUSINESS**

### **Review of Letters of Intent and Course Evaluations**

A motion was made by Ms. Parisi, seconded by Ms. Hamilton, to accept all letters of intent and course evaluations as submitted. Motion unanimously carried.

### **Review of Course Provider Applications**

A motion was made by Ms. Hamilton, seconded by Ms. Woerner, to recommend to the Real Estate Commission approval, denial and tabling of the following items as noted below. Motion carried with Mr. Riale opposing to the Foreclosures, Short Sales, REOs and Auctions course submitted by the Pennsylvania Realtors Institute.

#### **Course Provider: Sussex County Association of REALTORS**

Course Title: Social Networking for R E Professionals	<b>Approved</b>
Credit Hours: 3	
Course Title: Mortgage Financing Issues in Today's World	<b>Approved</b>
Credit Hours: 3	
Course Title: Treating Real Estate Business as a Business	<b>Approved</b>
Credit Hours: 3	
Course Title: Understanding Today's Credit Score	<b>Approved</b>
Credit Hours: 3	

#### **Course Provider: Association of Realtors School**

Course Title: Business Planning and Marketing	<b>Approved</b>
Credit Hours: 15	
Course Title: New Negotiating Edge	<b>Approved</b>
Credit Hours: 7	
Course Title: Introduction to Real Estate Auctions	<b>Approved</b>
Credit Hours: 7	
Course Title: Real Estate Construction	<b>Denied - Specific to PA Laws</b>

Credit Hours:	30	
<u>Course Provider: Van Education Center</u>		
Course Title:	The Truth about Short Sales	<b>Tabled – for additional information</b>
Credit Hours:	7	
<u>Course Provider: Delaware Association of Realtors</u>		
Course Title:	Social Media & Risk Management	<b>Approved</b>
Credit Hours:	3	
Course Title:	Understanding Your Credit Score	<b>Approved</b>
Credit Hours:	3	
Course Title:	Legislative Update-Issues	<b>Approved</b>
Credit Hours:	3	
<u>Course Provider: Pennsylvania Realtors Institute</u>		
Course Title:	Introduction to Reverse Mortgages for Senior Homeowners	<b>Approved</b>
Credit Hours:	2	
Course Title:	Sustainable Housing and Building Green	<b>Approved</b>
Credit Hours:	6	
Course Title:	Foreclosures, Short Sales, REOs and Auctions	<b>Approved</b>
Credit Hours:	6	
Course Title:	e-Pro, NAR'S Internet Professionalism Certification	<b>Approved</b>
Credit Hours:	14	
Course Title:	ABR Accredited Buyers Representative	<b>Approved</b>
Credit Hours:	12	
<u>Course Provider: The Frederick Academy of Real Estate</u>		
Course Title:	Disclosure	<b>Approved</b>
Credit Hours:	3	
Course Title:	Procuring Cause	<b>Approved</b>
Credit Hours:	3	
Course Title:	What's Material	<b>Approved</b>
Credit Hours:	3	
Course Title:	99-Hour Delaware Pre-Licensing Course	<b>Approved</b>
Credit Hours:	99	
Course Title:	Deferred Exchanges and Capital Gains Tax	<b>Approved – Professional Enhancement, Not Legislative Update</b>
Credit Hours:	3	

Review of Instructor Applications

A motion was made by Ms. Parisi, seconded by Ms. DeMolen, to recommend to the Real Estate Commission approval of the following items as noted below. Motion unanimously carried.

Harry Wooding **Approved**

Continuing Education: Professional Enhancement: Short Sales "An Overview"/Write it Right!/Running Your RE Career as a Business

Craig Snyder **Approved**

Continuing Education: Professional Enhancement: Residential Mortgage Lending  
Pre-Licensing: Real Estate Mathematics  
Brokers Course: Financing/Mathematics

Christopher Rowe **Approved**

Professional Enhancement: How to Manage Your Credit & Score/Financing  
Homes/Mortgages/Legalities of Credit Repair  
Brokers Course: Financing

Discussion Regarding Audit Reviews

Ms. Slaughter advised the committee that approximately 600 post renewal audit notices for resident licenses were going to be sent out by the end of the week. It was suggested that the Committee schedule the September meeting for 30 minutes earlier, so they could start perform the audits.

**Review Request from the CE Shop Regarding the Course Evaluation**

The CE Shop requested that they be allowed to use their survey for online classes instead of using the course evaluation form on the Commission website. The current survey is not geared towards online classes, and many students have stated that it is geared towards an in-class course. A motion was made by Mr. Riale, seconded by Ms. DeMolen, to recommend to the Real Estate Commission the use of The CE Shop Survey.

**Correspondence**

There was no correspondence.

**Other Business Before the Committee** (for discussion only)

There was no other business.

**Public Comment**

There was no public comment.

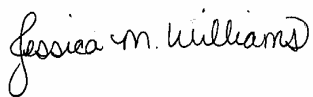
**Next Scheduled Meeting**

The next meeting will be held on Thursday, September 2, 2010 at 9:00 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

**Adjournment**

There being no further business, Ms. Woerner made a motion, seconded by Ms. DeMolen, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:21 a.m.

Respectfully submitted,

A handwritten signature in cursive script that reads "Jessica M. Williams".

Jessica Williams  
Administrative Specialist II